

P O R T C H A R L E S T O N

**U.S. FLAG
SHIPS:**
Growing in
Charleston

FY RECAP:
A Busy Year

INDIA:
Building
Relationships

SEPTEMBER + OCTOBER 2007



EXCELLENCE ON EVERY LEVEL



To move goods quickly and efficiently throughout North and South America, Europe, the Middle East and the Pacific Rim, nothing less than a fully integrated, one-stop supply chain management solution will do. As one of the world's premier providers of integrated global transportation solutions, "K" Line's KLTL® delivers nothing less than excellence on every vessel, vehicle and aircraft, in every warehouse, and on every dock and platform.

Wherever your cargo goes, it is handled with precision and care, supported by superior IT solutions customized for your supply chain.

"K" Line has come a long way since its establishment as an ocean-going carrier in 1919. But it has not budged an inch from its insistence on excellence in quality and service, and never will.



ALL-AROUND CAPABILITIES, ALL AROUND THE WORLD

"K" Line America, Inc. • Customer Service (800) 609-3221 • www.kline.com

AUTHORITY BOARD OF DIRECTORS

Bill Stern, **Chairman**
Whitemarsh S. Smith, III, **Vice Chairman**
Harry J. Butler, Jr., **Treasurer**
David J. Posek, **Secretary**
James A. Bennett
John F. Hassell, III
Carroll A. Campbell, III
Colden R. Battey
Karen K. Floyd

SENIOR MANAGEMENT

Bernard S. Groseclose, Jr.
President & Chief Executive Officer

Joe T. Bryant
Vice President, Terminal Development

Stephen E. Connor
Director, Security, Risk Management & Human Resources

Pamela A. Everitt
Director, Information Technology

Peter N. Hughes
Chief Financial Officer

Peter O. Lehman
Director, Planning & Business Development

William A. McLean
Vice President, Operations

Barbara L. Melvin
Manager, Government Relations

Byron D. Miller
Director, Public Relations

L. David Schronce
*Director, Ports of Georgetown, Port Royal
& Veterans Terminal*

Fred N. Stribling
Vice President, Marketing & Sales

Philip Lawrence
Chief Legal Counsel

MARKETING & SALES

Fred Stribling, **Vice President, Marketing & Sales**
J. Michael Westerfield, **General Manager, Cargo Sales**
Victor DiPaolo, **Manager, International Carrier Sales**
S. Craig Lund, **Manager, National Accounts**
Ronald H. Chestnut, **Manager, Pricing & Tariffs**
Matt Pesavento, **Regional Sales Manager, Atlanta**
Andy Sallans, **Regional Sales Manager, New Jersey**
Marion Bull, **Manager, Advertising, Publications & Research**
Ingrid Torlay, **Senior Market Analyst**
April Fletcher, **Market Analyst**
Marvin Preston, **Port Photographer**
Catherine Lobb, **Executive Assistant, Charleston**
Winifred Diomedede, **Executive Assistant, New Jersey**

SALES OFFICES

CHARLESTON Toll-Free: 1-800-382-1721; FAX: (843) 577-8710. Address: P.O. Box 22287, Charleston, SC 29413. Street Address: 176 Concord St., Charleston, SC 29401.

ATLANTA Telephone: (678)775-6731; FAX: (678)775-6732; Address: 6340 Sugarloaf Pkwy., Suite 200, Duluth, GA 30097

NEW JERSEY Telephone: (908) 757-6669; FAX: (908) 757-5717. Address: Hadley Plaza, 3000 Hadley Road, South Plainfield, NJ 07080.

EUROPE AGENT Managing Director: Bram van der Velden of Eurolist International Ltd. Telephone: 44 20 7387-7300; FAX: 44 20 7387-7304. Street Address: Evergreen House, 160 Euston Road, London NW1 2DT UK

JAPAN AGENT Director: Yogi Doi; Telephone: 5642-6317; FAX: 5642-6319. Address: Room No. 52, 5th Floor, Kyodo Bldg., (Chuo), 1-2-12, Kayabacho, Nihonbashi, Chuoku, Tokyo, 103-0025, Japan.

CHINA AGENT Director: Capt. Y.Z. Liu; Telephone: 86-216-405-6358; Address: Room 902 9/F, Hua Guang Garden, 3297 Hong Mei Road, Shanghai, PR China, 201103.

INDIA AGENT Director: Anthony Lobo of Titan Sea & Air Services Pvt. Ltd.; Telephone: 91 22 2830 3818; eMail: alobo@tsaspl.com; Address: 301/311, Gokul Arcade - B, Subhash Road, Vile Parle - East, Mumbai-400 057 INDIA.

GEORGETOWN Telephone: (843) 527-4476; FAX: (843) 527-2601. Address: P.O. Box 601, Georgetown, SC 29442.

PORT ROYAL Telephone: (843) 524-9311; FAX: (843) 524-5397. Address: 601 Paris Ave., Port Royal, SC 29935.

PORTCHARLESTON Magazine

Publisher: Marion Bull • mbull@scspa.com
Editor: April Fletcher • afletcher@scspa.com
Photographer: Marvin Preston • mpreston@scspa.com
Art Direction: Lee Helmer Design
Subscriptions: subscriptions@scspa.com
Ad Sales: Ken Weidner • kw@weidcom.com

PortCharleston Magazine is the official publication of the South Carolina State Ports Authority's Marketing & Sales Division, published at the headquarters office in Charleston. It is distributed free of charge to qualified recipients. ISSN No. 0896-2278

contents

September + October 2007



14 Feature:

U.S. Flag Vessels

More than the average liner service port of call. Charleston is a major port stop for many U.S.-flag ships that transport military cargo during peacetime, and stand ready to aid the military during national emergencies.

NEWS:

- Recap of Fiscal Year 2007
- New Sales Representative in India

PROFILE:

Captain Mike McAllister
Ensuring safety, security, and the free flow of commerce along South Carolina's waterways.

PROFILE:

Carolina Starches
Supplying specialty starch to North America's pulp and paper industry

DEPARTMENTS:

- 2** facilities portrait
- 4** viewpoint
- 6** news
- 18** profiles
- 30** viewfinder
- 32** carrier service
- 35** pics



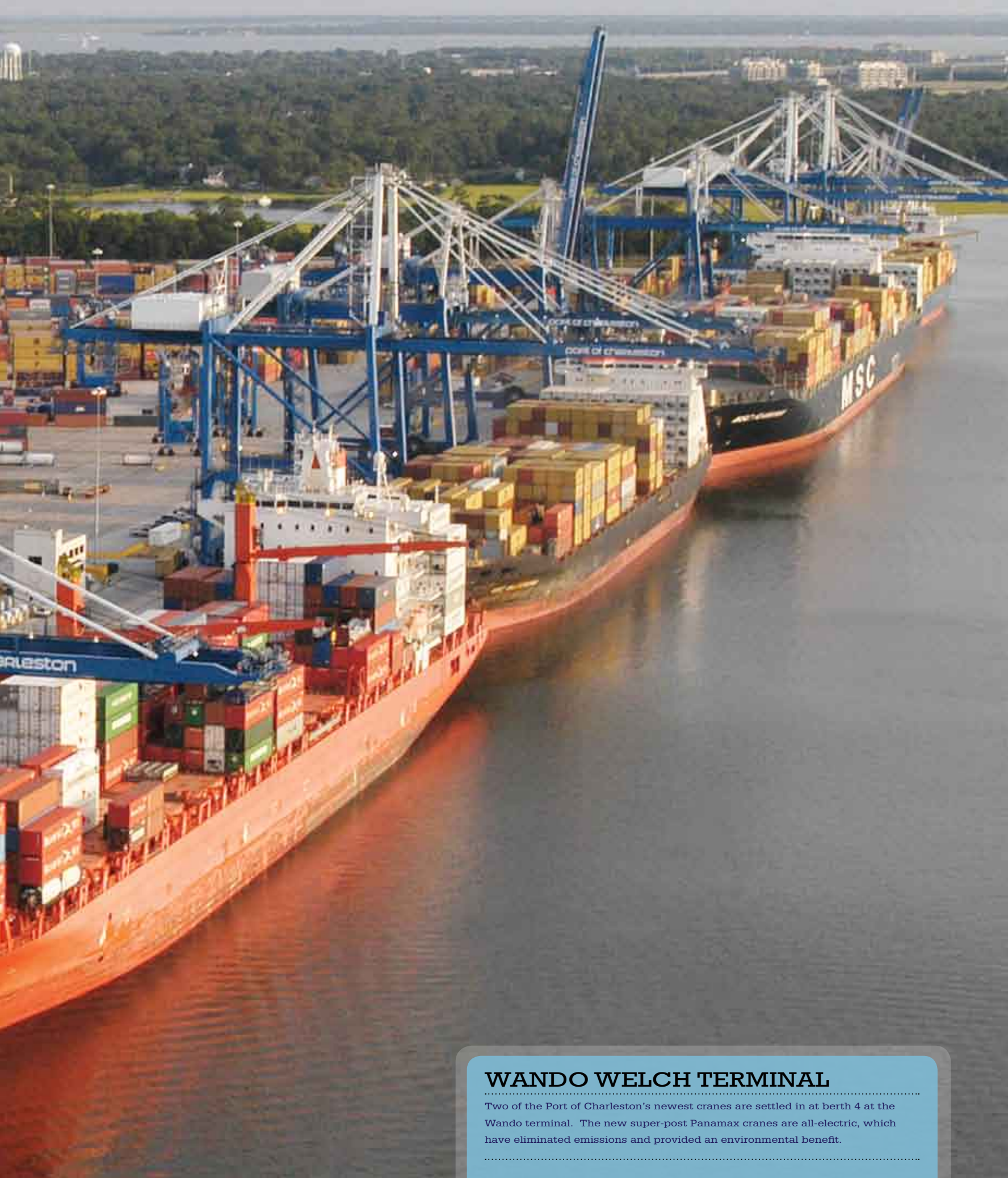
18 20

PORT CHARLESTON
magazine

is also available
online at

scspa.com





WANDO WELCH TERMINAL

Two of the Port of Charleston's newest cranes are settled in at berth 4 at the Wando terminal. The new super-post Panamax cranes are all-electric, which have eliminated emissions and provided an environmental benefit.

Welcome to NDTA

THIS MONTH THE PORT OF CHARLESTON WELCOMES the National Defense Transportation Association's 61st Annual Forum and Exposition. The Annual Forum will bring more than 1,000 military transportation professionals to the greater Charleston area to hear presentations, attend workshops, and network for the purpose of meeting the transportation needs of our nation's military in partnership with the commercial sector.

The beauty of the relationship between the military and the commercial sector is that it is an efficient use of our nation's transportation infrastructure.

It is an honor for our region to host such an event and most appropriate that the Forum is held in North Charleston, a city that has a long military history. In fact, the past, present and future of the military, the City of North Charleston, and the Port of Charleston are inextricably linked.

The Charleston Air Force Base, located in the City of North Charleston, is a major installation and home to the USAF 437 Airlift Wing and the USAF Reserve 315th Airlift Wing; both of which fly the impressive C-17 aircraft. The U.S. Army has a long history in the area and continues to use its own facilities in North Charleston and Port of Charleston terminals to stage and ship large volumes of cargo including everything from machinery to fight the war on terror to the personal effects of our brave military men and women. The Charleston Naval Base, which at one time employed more than 40,000 military and civilian contractors, was closed in the mid-1990s; however, that former base is now home to Veterans Terminal, a dedicated breakbulk and project cargo facility of the Port of Charleston, and is the location of the port's fourth container terminal, which is about to begin construction having been permitted earlier this year.

With such a large presence of military traffic, the Port of Charleston has traditionally enjoyed a strong presence of American flag ocean carrier service. Most U.S.

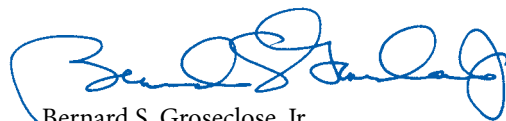
Government shipments, including those for the military and U.S. food aid, are mandated to be carried on vessels flying the U.S. flag and crewed by American merchant marines. As an important distribution point for this cargo, several ocean carriers who want to handle this business make sure they have U.S. flag ships in port rotations that include Charleston. Those with the largest U.S. flag presence in the Port of Charleston are American President Lines, Ltd.; Hapag-Lloyd, USA, LLC; Maersk Line, Ltd.; and American Roll-On Roll-Off Carrier. In late August, Maersk announced it is going to place several U.S. flag vessels in its MECL-1 service, bolstering our services to and from the Mediterranean and Middle East regions.

The beauty of the relationship between the military and the commercial sector is that it is an efficient use of our nation's transportation infrastructure. Facilitating that relationship is a key part of NDTA's mission. "Building a better partnership between industry and government" is the NDTA motto and all of us at the South Carolina State Ports Authority are proud to participate in that mission.

We welcome all NDTA Annual Forum participants and thank all of those in the local community who worked so hard to bring this event to the area, especially our local NDTA Chapter (including President Fred Stribling who is also vice president, marketing & sales for the Authority), the management and staff at the Charleston Area Convention Center, and the Charleston Visitor's Bureau.

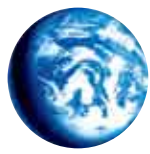
We are proud to host this event and look forward to many more years of this mutually beneficial relationship.

Thank you.



Bernard S. Groseclose, Jr.
President and CEO

South Carolina State Ports Authority



Barloworld
Handling

For the lifetime care of
your lift truck fleet...



With over 60 years experience leading the industry in lift truck sales and aftermarket support, Barloworld Handling is the total solutions provider for all of your material handling needs.

New trucks, old trucks - one or 300 - trust us to take care of the details, from ordering new parts to providing superior service to your trucks right there in your port yard. Anyday, anytime.

New & Used Sales • Service & Maintenance • Rentals • Fleet Management

All Makes Replacement Parts • Truck Attachments • Training

Barloworld Handling 1-877-6-BARLOW www.handling.barloworld.com

Call today and ask about our Trailer Spotters!





Accomplishments Push Port Forward

Port Expansion Progress Key to Fiscal Year

THE SCSPA HAS CLOSED ITS LATEST FISCAL YEAR, CAPPING OFF a period of key accomplishments that included the groundbreaking for a new container terminal, significant new equipment deliveries and increased productivity.

In the fiscal year that ended June 30, container volumes at the Port of Charleston totaled 1,883,651 TEUs. For the year, the SCSPA's operating revenues totaled \$153.44 million, while operating expenses were \$103.56 million. This drove operating earnings for the year to \$49.88 million, which translates to a 32.5% operating margin.

"The Ports Authority is certainly on solid financial footing as we move forward with major capital investments and the new terminal at the former Navy Base," said Bernard S. Groseclose Jr., president and CEO of the SCSPA.

"This has been a year of great strides toward port expansion," said Groseclose, "South Carolina's ports are positioned for long-term growth and success."

Specifically, Groseclose cited the following accomplishments during the fiscal year 2007 that ended June 30:

- > **Obtained permits and broke ground on a new terminal**
- > **Realized \$167 million in state funding for Port Access Road**
- > **Increased capacity with the delivery of \$64 million in new equipment**
- > **Improved crane productivity and improved trucker turn times**
- > **Added new ocean carrier services**
- > **Awarded \$12.4 million in Port Security Grant funding**



During the year, state and federal permits were issued for the new three-berth, 280-acre container terminal on the former Charleston Navy Base. More than a hundred business and political leaders from across the state came together for a groundbreaking on the site on May 7. Work is now underway to ready the site for consolidation and construction. During the recent legislative session, the South Carolina General Assembly appropriated an additional \$167 million toward construction of the Port Access Road.

New equipment totaling \$64 million was delivered and installed at the SCSPA's terminals during

the year, including four new super post-Panamax container cranes and 16 rubber-tired gantry cranes to improve space utilization and service to truckers.

Charleston's crane productivity in FY07 rose 5%, averaging 40.53 moves per hour per crane for the entire year, up from 38.76 moves per hour in fiscal 2006. Average trucker turn times through the SCSPA's common user gates dropped to just 20.76 minutes, a ten percent improvement over 22.99 minutes in FY06. "The Port of Charleston's customers are enjoying record productivity and no congestion issues," said Groseclose

Throughout the year, the SCSPA broke ground in other ways as well. In the Corps' Final Environmental Impact Statement issued in December, the SCSPA included what is likely the largest mitigation plan in South Carolina's history. The \$10-million plan not only includes funding for environmental programs, but it also includes community mitigation programs, a first for any port-related project.

The SCSPA also pledged to proactively study ways to cut air emissions at the port by signing a voluntary agreement with the state's Department of Health and Environmental Control. As a result, the SCSPA began the first air

emissions inventory in the south and should complete this work next year.

At the dock, several new carrier services began this year, enhancing Charleston's connections to Asia, North Europe, India, the Mediterranean and South America.

Also, the Department of Homeland Security awarded the SCSPA \$12.4 million in Port Security Grants in Rounds 6 and 7, announced in September and May respectively. Only four port areas in the nation (Los Angeles, New York, Houston and Seattle) have received more grant funding since the inception of the program in 2002.



MANY PORT CHARLESTON CUSTOMERS ARE LIKELY TO PICTURE TOMMY ALEXANDER AS HE IS IN THE ABOVE PICTURE: GIVING A BRIEF RUN DOWN OF RULES FOR THE DAY BEFORE TEEING OFF. TOMMY PROUDLY HOSTED THE PORT'S ANNUAL CUSTOMER APPRECIATION GOLF EVENT EVERY FALL.

SCSPA's Alexander Retires

After more than 20 years as a salesman for South Carolina ports Tommy Alexander has retired. Alexander, whose territory included the Southeast United States and the I-85 corridor, facilitated many of the Port of Charleston's largest accounts, including BMW, Bosch, Eastman, Honda, Mead Westvaco, and Michelin, as well as hundreds of small to medium-sized exporters and importers.

Known as an attentive listener and a solid resource for transportation and logistics solutions, Alexander's legacy includes starting the Port of Charleston's transloading business. One day in the early 1990s, while meeting with executives at Union Camp, Alexander learned that the com-

pany had a large need for transloading services. Alexander rallied the SCSPA and organized a new business, resulting in transloading 16,000 tons of paper for Union Camp the first year. Soon, many other customers followed suit.

Fred Stribling, SCSPA VP of Sales & Marketing, added that Alexander also has been very active in trade organizations throughout his sales territory. He was a frequent guest speaker at various meetings and organized everything from customer receptions to golf tournaments.

"I have mixed emotions about Tommy's retirement," Stribling said. "I am happy for him that he has reached the point where he can retire; on the other hand it's always difficult to lose a professional and a veteran who knows so many people and so many areas

of the shipping business."

But there is good news... Charleston's transportation community is not losing Alexander completely. Upon retirement July 31, Alexander will open his own business: ACO distribution and warehousing, located in Orangeburg, SC. Alexander is partnering with Rod Arnold and his sons, Russell and Randy Arnold, to provide general warehousing and storage services at the former Velcorex property.

PB Americas To Manage New Terminal Construction

The SCSPA has selected PB Americas, a division of New York engineering firm Parsons Brinckerhoff, for site preparation at the Port of Charleston's new

container terminal on the former Navy Base.

Under the \$8.5-million construction management contract, PB Americas will provide construction management services related to site stabilization and preparation of the new 280-acre marine terminal, which received federal permits in April.

The work covers contract administration, full-time inspection, quality assurance and other services related to preparing and consolidating the new terminal site. Additional construction management services will be required in the future for actual construction of the project's first phase.

Parsons Brinckerhoff is a leader in developing and operating infrastructure around the world, with 10,500 employees dedicated to meeting the needs of clients and

communities in the Americas, Europe, Africa, the Middle East, Asia and Australia-Pacific regions. PB offers skilled professionals and technical resources in strategic consulting, planning, engineering, program/construction management, and operations for all modes of infrastructure, including transportation, power, community development, water and the environment.

Mediterranean Shipping Co. (USA) Inc. To Expand Charleston Office

Mediterranean Shipping Co. (USA) Inc., the agency for global shipping line MSC, will invest \$7 million to expand its Charleston region operations. The agency's new facility in Mount Pleasant will serve as the company's South Atlantic corporate headquarters, increasing its current capacity from 20,000 to 45,000 square feet.

Mediterranean Shipping Co. (USA) Inc. has 20 North American offices and seriously considered cities in Maryland, New Jersey and Texas and for its expansion, but it chose the Charleston area for the third time—first when the company opened its local office in 1993, and again when it expanded in 1999.

"We looked at many locations, but we couldn't find any better alternative than the Charleston region," said Mediterranean Shipping Co. (USA) Inc. Vice President Sergio Fedelini.

Fedelini added that since the company opened its Charleston office in 1993, the office has proven to be one of the company's most productive.

"The people of South Carolina do a great job, so we have decided to expand here," Fedelini said. "It is a credit to the community and to our workforce that we have chosen to expand our operations here yet again."

The company received state, county and local incentives, as it guarantees to create at least 120 new jobs, with 95% of the workforce hired locally. Fedelini hinted that the actual number of new jobs may exceed the guaranteed 120, but he couldn't give an exact figure at this time. He added that the functions of the local office would not change; however, the space would provide for a larger staff to continue the company's daily operations. Fedelini expects the new office to be completed by next summer.

"Charleston has been able to offer us what many other locations have not – great incentives, a dedi-

Continued

AN ARTIST'S RENDERING OF THE NEW MOUNT PLEASANT OFFICE FOR MEDITERRANEAN SHIPPING CO. (USA) INC.



INTELLIGENT INTERMODAL



G&P Trucking provides intelligent answers to intermodal challenges. We maintain containerized freight-interchange agreements with all ocean carriers serving the ports of Charleston, Norfolk and Savannah.

When you need us, we are there!

- **customs bonded**
- **C-TPAT certified**
- **transloading**
- **one-way and round-trip drayage**
- **secure terminal locations**
- **real time satellite-based mobile communications**

800.922.8782
www.gptruck.com
 Need info? int@gptruck.com



icated workforce and reasonable coastal living," he said.

The company's parent company, MSC SA, also has shown strong support for the Charleston area. It recently renewed its commitment to Charleston with a five-year agreement, translating into more than 230 ship calls per year.

Port of Charleston Retains Indian Sales Rep

The Port of Charleston has retained a sales representative in India to help serve the rapidly expanding trade. Anthony Lobo, based in Mumbai, will represent the Port of Charleston to shippers, importers, logistics companies and prospective clients in India. Lobo is an independent contractor who presently works with Titan Sea and Air Services Pvt. Ltd. He retired from the A.P. Moller-

Maersk Group, having held senior positions in the company for 22 years. He also served as general manager for Safmarine India and spent 16 years at sea.

"We are pleased to add Anthony Lobo to our sales staff," said SCSPA VP of Sales & Marketing Fred Stripling. "Mr. Lobo is a quite accomplished shipping veteran who enjoys a strong network of connections in many Indian cities."

Charleston's container trade with India has grown five-fold since 1999, and India is the port's third largest trading partner. Last year, Charleston handled about half of all container cargo moving between the Indian subcontinent and ports from Florida to Virginia.

"India is major market for the Port of Charleston," said Bernard S. Groseclose Jr., president and CEO of the SCSPA. "Charleston enjoys

a dominant market share in this trade, and our action to retain a sales representative in India shows our commitment."

Stribling noted that the Port of Charleston traditionally has offered two weekly direct services to India, one from Maersk and the other from INDAMEX, a consortium of shipping carriers APL, CMA CGM, Hapag-Lloyd, MacAndrews and ANL. In the past year, Charleston has added a third direct service to India from Indus express.

"Additionally, other carriers now are providing service through transshipment from other ports to and from India," Stribling said. "India is a hot product, and everyone is jumping on."

Lobo's contact information is: alobo@tsaspl.com (email); +91 22 2684 8251 (direct); 98201 23909 (mobile).

SCWTC Hosts Indian Ambassador

The South Carolina World Trade Center (SCWTC) recently hosted India's Ambassador to the United States and Chief of Mission, Raminder Singh Jassal, as part of its Embassy Series.

"India already is a major market for the Port of Charleston" said Rebecca Marriott, SCWTC director of public relations. "We are happy that we could bring Ambassador Jassal here and help facilitate a relationship with India as its home away from home,"

Charleston's container trade with India has grown five-fold since 1999, and India now is the port's third largest trading partner. Last year, Charleston handled about half of all container cargo moving between the Indian subcontinent and ports from Florida to Virginia.

Continued on page 22

Supply Chain Solutions:

the customer is our premier focus!

**Warehousing
Distribution Technology
Packaging
Transportation**

We offer comprehensive logistic solutions such as value-added warehousing, packaging and transportation solutions for the Southeast

"great job to the wonderful team that you have. you guys are the best!"
- Dole Food Company Inc.



- Warehousing Services
- Inventory Control
- Food Grade
- Packaging / Repackaging
- Drayage
- Brokerage
- Order Fulfillment Services
- RF Scanning
- Labeling
- Distribution
- Rail Served
- Pick and Pack
- Cross Docking
- Transloading
- Trucking
- Transportation Management



**PREMIER
LOGISTICS
SOLUTIONS**

For more information, please contact us:
904 Commerce Circle, Charleston, SC 29410 • sales@premier3pl.com
843.554.7529 • 866.290.8472 • www.premier3pl.com



Cross Dock IND, LLC

Dedicated to cross docking and storage of cargo since 1990

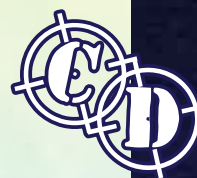
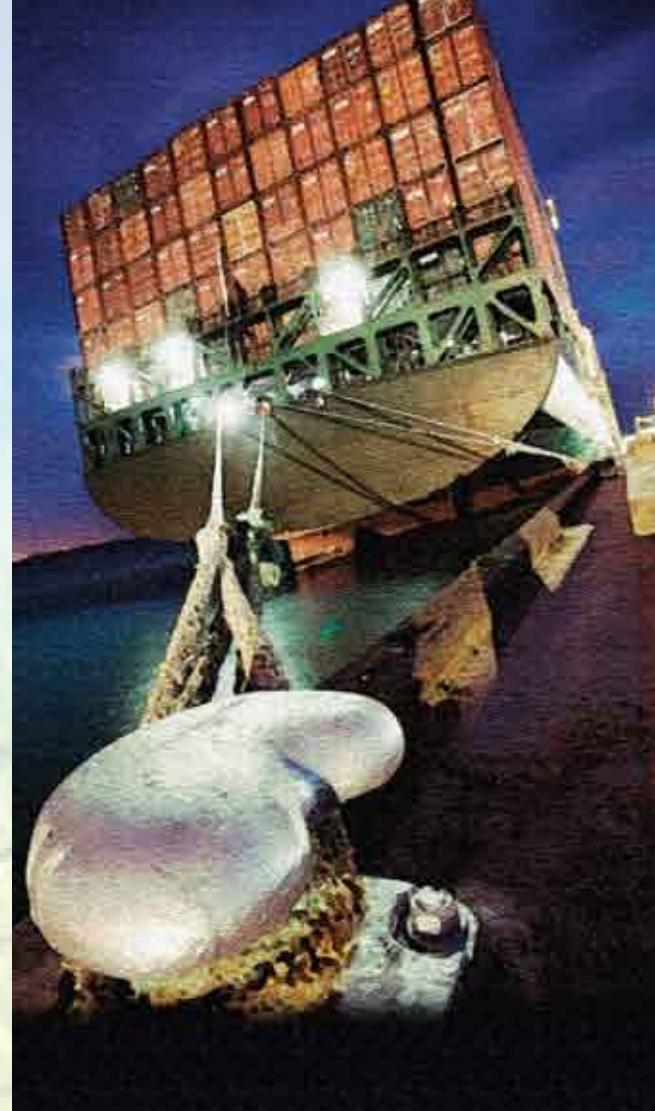
**SPECIALIZING IN THE STRIPPING AND STUFFING OF
INTERMODAL TRAILERS / CONTAINERS**

- **PALLETS**
- **FLOOR LOADS**
- **SLIP SHEETS**
- **CARPET**
- **BALES**
- **ROLLS**
- **DRUMS**
- **TOTES**

**22 DOCK DOORS & 1 OUTSIDE RAMP
INSIDE SECURED AREA, OUTSIDE FENCED & GATED**

- Experienced with oversize cargo
- 8,000 pound capacity paper roll clamp
- Pallets, slip sheets, air bags, banding, blocking and bracing available, as well as recouping
- Local dray service
- Hazardous Material certified
- Flat bed
- Refrigerated cargo
- Rework overweight 20' and 40' containers for legal over the road capabilities
- Rates & specialized service available upon request

**CENTRALLY LOCATED WITHIN ONE MILE OF I-526 AND I-26,
AND TEN MILES OF ALL CHARLESTON PORT AUTHORITY
FACILITIES AND RAILROAD INTERMODAL YARDS**



Cross Dock IND, LLC

**3450-C Buffalo St.
N. Charleston, SC 29418**

**843.747.1551 (LOCAL)
843.747.1553 (FAX)
866.590.3625 (WATTS)**



MER is your ì one stop shopî for virtually any industrial cleaning or environmental contracting need.

- Line Handling & Booming
- Industrial / Marine Cleaning
 - Tanks & Bilges
- Emergency Response
- Site Remediation
- Facility Decontamination
- Asbestos, Lead & Mold Abatement

Our objective is simple. We want to earn your business. When you call MER, expect superior value that can be measured in terms of *quality, responsiveness and cost.*

24-Hours a Day

Since 1986

843.767.8900

Fax: 843.767.8905

*511 Old Mount Holly Road
Goose Creek, SC 29445*

*Also Serving Jacksonville, FL, Savannah, GA
and Norfolk, VA*

www.moranenvironmental.com

WSI of the Southeast, LLC

Stevedoring Warehousing & Transportation

Eugene (Gene) Baker
President
gene.baker@wsijason.com

Perry R. Collins
Senior VP – Business Devel.
perry.collins@wsijason.com

843-554-8640
Fax 843-554-8642

843-527-1743
Fax 843-527-1179

1415 Viaduct Road, Charleston, SC 29405



MTC-East

Marine Terminals Corporation East

1071 Morrison Drive, Suite C
Charleston, SC 29403
P.O. Box 2286, Charleston, SC 29413
Tel. (843) 577-6610
Fax. (843) 577-8869

**Stevedores
Terminal Operators**

A Shift in Tides of Trade BY APRIL FLETCHER Market Analyst.

MOST OF US IN THE INDUSTRY ARE WELL AWARE OF THE GENERAL shifting of cargo to and from the US moving towards Asia. Will there ever be a day when Asia is the sole provider of goods to the world? Most likely not, but Asia certainly has had an effect on trade patterns in the South East.

A diverse trade lane mix no longer has the clout it used to. For the sake of simplification we'll focus on imports in this article and make the assumption that exports generally follow the same trade pattern as imports since export commodities are usually raw materials used in packaging or manufacturing products that are then imported to the US.

Top South Atlantic import trade lanes in 1999 were: North Europe, Northeast Asia, Mediterranean, Central America and East Coast of South America. The top South Atlantic import trade lanes in 2007 (through April) are: Northeast Asia, North Europe, India & Other Asia, Central America and Mediterranean. The trends of these trade lanes are reflected in the graph, with the exception of Central America which is the anomaly. Central America followed the same slope of East Coast South America but has started to turn slightly upwards in 2007; this could be due to the increasing amount of transshipped West Coast South America containers from Panama, which may not reflect actual trade patterns.

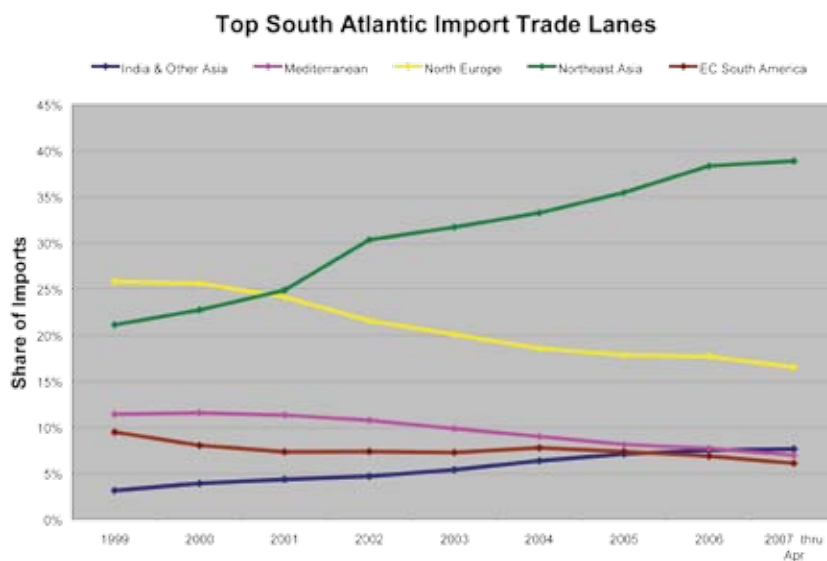
The top South Atlantic trade lanes can be broken down further into two tiers – North Europe and Northeast Asia being the top tier as over 15% of South Atlantic imports come from those two regions. And the Mediterranean, India & Other Asia and East Coast South America can be considered second tier as they historically carried less than 15% of South Atlantic imports.

Not too long ago North Europe had the lion's share of South Atlantic cargo with over 25% of all the region's imports. The graph indicates that around 2001, the year China joined the WTO, Northeast Asia began to switch places with North Europe. Import commodity groups that were highest in North Europe in 1999 and are now highest in Northeast Asia are: Machinery & Parts, Forest Products, Miscellaneous (which includes pet supplies, camping gear and planters), and Metals. This shift can be attributed to the low costs of having products produced in Asia.

The shift also tells us that no longer is speed to market the num-

ber one factor in sourcing products. Currently the fastest transit time from Bremerhaven to Charleston is 9 days compared to 21 days from Hong Kong to Charleston. However, Hong Kong has the faster growing market. With the increasing advances in technology and inventory ordering systems, it is simply a better decision for many companies to build the longer transit time from Asia into their supply chain than to receive products quicker.

Of the second tier trade lanes we see a similar trend to the first tier with India and Other Asia taking over the Mediterranean and the East Coast of South America between 2005 and 2006. Reasons for this are similar to those of the first tier trend – basically sourcing goods from cheaper regions despite possible increases in transit time. Commodity-wise some of the shifting seems due to rubber and shoes traditionally from ECSA shifting to the India Sub-Continent region and furniture/sporting goods/toys shifting from the Mediterranean to the India region. These commodities are also shifting to a greater extent as imports from Northeast



Asia.

So, where does that leave non-Asian trade lanes? Well, first of all, their volumes are not shrinking as much as their share of the market is since overall the South Atlantic import market has been growing across most trade lanes. However, TEU volumes seem to have flattened out in some trade lanes over the past year and using estimates for 2007 volumes, North Europe, the Mediterranean and East Coast South America will decline slightly for the South Atlantic. In fact, even Northeast Asia looks like it may be pretty flat, although it's difficult to project volumes forward since we only have four months of data available at this time.

Here we go back to our basic supply and demand theory. With US housing struggles and a slower economy people have less cash to spend on consumer goods. However, Asia still remains strong because when times are tough people will be more apt to buy shoes at a big-box retailer than a fancy boutique selling only the finest Italian leather. Thus new Asia services such as the Suez Express are starting to pop up this summer. But even though Charleston's Asia services are growing, we still have one of the most diverse trade-lane mixes on the East Coast. One can say that when it comes to trade, Charleston has the world covered.



The Port of Charleston

The U.S. Military's Port of Preference

Charleston is a primary port of call for commercial U.S.-flag vessels involved the Maritime Security Program.

BY BETSY HARTER

THIS MONTH, CHARLESTON WILL HOST THE NATIONAL Defense Transportation Association's (NDTA) 61st Annual Forum and Exposition. Although this is the city's first time hosting the forum, which draws more than 1,000 military and commercial transportation professionals, it is the perfect city to host such an event.

Steeped in military history, Charleston has played an important part in our nation's defense from the Revolutionary War to World War II. Charleston also is home to an Air Force Base and The Citadel—the Military College of South Carolina—as well as the former location of Army and Navy bases.

Dr. Kent Gourdin, who serves as Chair of the College of Charleston's Department of Management and Marketing at the School of Business and Economics, and also Editor of Defense Transportation Journal, said that this forum's theme, "Better Together—teaming up to tackle the challenge," is quite appropriate for Charleston.

"For those of us who know where to look, evidence of the civilian-

military partnerships that comprise the Defense Transportation System are everywhere," he said. "Vessels belonging to the Military Sealift Command mingle in the harbor with commercial vessels also carrying DOD cargo to far-flung parts of the world; airplanes belonging to firms participating in the Civil Reserve Air Fleet sit side-by-side with C-17s on the ramp at Charleston Air Force Base; trucking companies and railroads can be routinely observed moving military freight to, from, and through Charleston. In short, we know that we're 'Better Together' because we see it every day. And now we get to share the joys of Charleston with the whole NDTA."

Lieutenant General Kenneth R. Wykle, U.S. Army (Retired) and NDTA President, added that NDTA is the tie that binds government and Industry together in pursuit of common interest.

"All the major U.S.-flag ocean carriers are members of NDTA and participate on our sealift committee," he said. "The Sealift Committee provides the forum for government and industry to meet and address topics of mutual interest."

Two enduring topics are the Maritime Security Program (MSP) and the Voluntary Intermodal Sealift Agreement (VISA), he continued. Members meet with government representatives to discuss requirements, policy and regulatory issues and continually look for ways to improve the program.

"The VISA program was developed under the auspices of the NDTA

Sealift Committee beginning in 1994. It provides the means for the government to access commercial sealift capability during a national emergency or contingency,” Wykle said. “This agreement is the basis for this long-term commitment by industry to work ‘Better Together’ as a team to tackle any government mission/requirement.”

MSP and VISA

In addition to its rich military history, Charleston is integral to the United States military’s defense transportation network of today, as it is a major port stop for many U.S.-flag ships that transport military cargo during peacetime, and stand ready to aid the military during national emergencies. These ships, which are involved in the MSP and VISA, are vital to the United States military.

MSP and VISA are government programs that create a mutually beneficial partnership between the U.S. government and private commercial carriers. In exchange for government financial assistance and preference to carry the government’s cargo, private carriers commit their U.S.-flag vessels to the government to be used in case of a national emergency.

MSP and VISA are two separate, yet complementary, programs. MSP assures the viability of a U.S.-flag merchant marine that can meet the sealift needs of the United States during national emergencies but also can maintain a role in international commercial shipping during peacetime.

The VISA program is the DoD’s approved Emergency Preparedness Program. As a condition for receiving government financial support, MSP participants must enroll their U.S.-flag MSP vessel capacity, intermodal resources, and services in VISA. As an added benefit, VISA participants receive priority for award of DoD peacetime cargo.

According to the Maritime Administration (MARAD), more than 80% of U.S.-flag commercial shipping capacity is enrolled in VISA, and more than 70% of that capacity comes from MSP vessels. Approximately 110,000 TEUs, or 10,000,000 sq. ft., of military useful

capacity is available from MSP participants. “At the end of the day, it is a two-way value proposition,” explained Kevin Killoran, Vice President and General Manager of American Roll-On Roll-Off Carrier (ARC). “The U.S. government gets use of the vessels and communication networks during both peace time and war time, and gets guaranteed access to both the vessels and the intermodal systems of U.S.-flag carriers during an emergency. Commercial carriers get a preference or access to that U.S. military or U.S. government cargo.”

Cargo Preference

Just as the U.S. government benefits from the MSP and VISA programs, commercial carriers also benefit because they are guaranteed business in the form of military cargo preference. “Cargo preference” requires, through a series of laws, that certain U.S. government-related cargo be shipped on privately owned commercial U.S.-flag vessels (see sidebar).

There are several categories of cargo preference, including: U.S. military contract cargo; military household goods; humanitarian and food aid; and project cargo. U.S. military contract cargo includes cargo belonging to the U.S. military and moving through the Defense Transportation System. Military household goods are the personal effects of U.S. service members that must be moved with them when relocating overseas. Humanitarian and food aid is that cargo shipped for the United States’ foreign economic and humanitarian assistance programs. Finally, project cargo includes “materials and equipment to be employed in the construction or development of a named facility used for a major governmental, charitable, manu-



The U.S. Military's Port of Preference

facturing, resource exploitation, public utility or public service purpose, also including disaster relief projects," according to the Federal Maritime Commission.

Charleston and the U.S.-Flag Fleet

Currently, three containership carriers with U.S.-flag service call the Port of Charleston: APL Limited; Hapag-Lloyd USA, LLC; and Maersk Line, Limited (MLL). In addition, ro/ro carrier American Roll-On Roll-Off Carrier (ARC) calls Charleston with its U.S.-flag ships.

APL has served the U.S. government for more than 150 years with its U.S.-flag vessels. Today, with seven weekly U.S.-flag services and a dedicated team of logistics professionals, APL continues to deliver efficient, reliable and specialized solutions for U.S.-flag preference cargoes.

APL has a fleet of 14 U.S.-flag vessels, nine of which are deployed from United States base ports, said APL's Director of Government Cargoes, Bill Sheridan, who oversees the Humanitarian Aid Market, the U.S. Postal Service, and the Department of State.

APL's groundbreaking SZX service, which began August 12, is an industry-first all-water service connecting Southeast Asia and the Indian Subcontinent with the United States East Coast via the Suez Canal. The SZX port rotation is: Port Kelang, Singapore, Colombo, New York, Charleston, Savannah, Norfolk, Jebel Ali, Port Kelang. This service will offer an 18-day transit time from Norfolk to Jebel Ali, the fastest U.S.-flag vessel in this trade lane.

Sheridan said that APL also will offer U.S.-flag feeder vessels in the Middle East, providing connections to Abu Dhabi, Jebel Ali, Shuwaikh, Nhava Sheva, Salalah, Mundra, Karachi and Fujairah.

"These are all primary ports for both the commercial and govern-



THE FLAG FLIES PROUDLY OVER HAPAG-LLOYD'S CHARLESTON EXPRESS. THE 3,200 TEU VESSEL CALLS HER HOMEPORT OF CHARLESTON ON THE GRAND ALLIANCE/APL GAX SERVICE.

ment trade markets," Sheridan explained.

Four APL U.S.-flag vessels will call Charleston fort-nightly as part of the SZX service. Although SZX is a weekly service, foreign-flag vessels will call Charleston on the alternate weeks.

Sheridan added that Charleston is an excellent port for APL's U.S.-flag service, both for its commercial customers, as well as for the government trade.

"Speaking specifically to government trade, we find that Charleston is centrally located to meet the needs of our military traffic, project cargo, and our humanitarian aid business," he said. "This is also well supported by our domestic intermodal network, which offers us extended services with our interior points to the East Coast ports."

Sheridan noted that Charleston also has many facilities necessary to support APL's C-10 fleet, including warehouse rail siding, warehouse transload facility, and stevedoring and marine terminal services.

Kevin N. Speers, MLL Senior Director of Marketing & Administration, said that the Port of Charleston is a key port of call for MLL's U.S.-flag vessels. Three of MLL's U.S.-flag services—the Middle East Service (MECL), Western Mediterranean Service (West Med), and Trans-Atlantic 2 Service (TA2)—call on the port. These vessels account for about 130 port visits at Charleston each year.

"The terminal infrastructure and waterways in the Port of Charleston can accommodate a variety of vessels, including MLL's 4300 TEU G-Class container ships, some of the largest U.S.-flag container ships," he said.

Speers added that the U.S. Department of Defense, one of MLL's primary customers, has designated Charleston as a National Strategic Seaport because the area's military and commercial port facilities allow for greater flexibility when moving cargo by sea.

"Charleston is a strategic port for Maersk Line, Limited," said Rick Boyle, Vice President for MLL's U.S.-Flag Liner Business. "Its proximity

U.S. Cargo Preference Law

"Cargo preference" is a reservation, by law, for the transportation of cargo on U.S.-flag ships that move in the international trade. Cargo preference is covered by several pieces of legislation, including:

Cargo Preference Act of 1904 - Military cargoes must be shipped exclusively on vessels of the United States or belonging to the United States;

Public Resolution 17 - All cargoes generated by the Export-Import Bank must be shipped on U.S.-flag vessels;

Cargo Preference Act of 1954 - At least 50% of certain government-generated cargoes must be shipped on privately-owned U.S.-flag commercial vessels to the extent such vessels are available at fair and reasonable rates;

Food Security Act of 1985 - Increased the minimum U.S.-flag requirement from 50% to 75% for shipments of agricultural cargoes under certain foreign assistance programs of the United States Department of Agriculture and the Agency for International Development.

to many of our military customers' key installations, combined with well-integrated rail and highway links to those installations, make it an integral part of the military transportation network."

ARC's Killoran added that the ro/ro carrier has had a long history with the Port of Charleston and considers the city strategic in both its North Atlantic and Mid East trades.

"Currently, we are calling both North Charleston for the Department of Defense and Union Pier for our commercial shippers," he explained.

ARC operates eight vessels that provide regular liner service through Charleston on a 7-day frequency to North Europe and a 23-day frequency to the Middle East. The carrier specializes in ro/ro and breakbulk cargo, including construction and agricultural equipment, automobiles, trucks, boats, helicopters and more. Besides U.S. military cargo, ARC carries regular commercial cargo, as well as breakbulk goods for civilian and other government agencies.

"Charleston is geographically blessed, and a lot of shippers have chosen to locate in the area," Killoran said. "As a result, it is a very good port for us, for the U.S. military, and for commercial cargo."

John Murray, President & CEO of Hapag Lloyd USA, LLC, said that the Port of Charleston's efficiency has made it the carrier's preferred port for 20 years.

"The Port of Charleston also has always offered great intermodal connections, especially to the Atlanta market," he added.

Hapag-Lloyd USA, LLC has a fleet of five new 3,237-TEU geared U.S.-flag vessels, all of which call the Port of Charleston on the Gulf Atlantic Sprint Service (GAX). In fact, Charleston is so integral to

Hapag-Lloyd's U.S.-flag service that the company named one of these five ships the Charleston Express. The ship's counterparts include Philadelphia Express, St. Louis Express, Yorktown Express, and Washington Express, and they all include stops in Miami, Houston, Charleston, Norfolk, Antwerp, Southampton, and Bremerhaven before returning to Charleston as the service's first U.S. port call from Europe. The GAX service alone contributes to 104 Charleston port visits each year.

"Homeported at the Port of Charleston, the Charleston Express was so named because a significant amount of cargo comes from the Charleston area and the hinterland around Charleston," Murray said. For instance, the military tends to ship sustainment goods, such as food and beverages for troops, through Charleston, due to the port's close proximity to several key food and beverage manufacturers.

"A large amount of military household goods are imported and exported through Charleston due to a large presence of military bases in the Southeast," Murray noted. "The Port of Charleston enjoys both a strong import and export military household goods market."

Fred Stribling, SCSPA VP of Marketing and Sales and also president of the Charleston chapter of NDTA, added that humanitarian food aid cargo is 100% export, mainly from the middle and eastern portions of the United States.

"The United States government is providing new sources of exported cargo, which is very important to the Port of Charleston and to U.S. commercial carriers," Stribling said. "We at the Port of Charleston are very proud to support the U.S. military, as well as the United States' efforts in humanitarian aid throughout the world."



Polymer Trans-loading, Packaging & Logistics

- Charleston, SC
- Norcross, GA
- Charlotte, NC

- Indianapolis, IN
- Allentown, PA
- Chattanooga, TN

www.paxind.com

770-242-8000

lou@paxind.com



CAPT. MIKE McALLISTER

Captain Mike McAllister:

Ensuring safety, security, and the free flow of commerce along South Carolina's waterways

BY BETSY HARTER

CAPTAIN MIKE McALLISTER IS RIGHT WHERE HE WANTS to be—a United States Coast Guard (USCG) Commander in charge of the Port of Charleston's beautiful waters.

McAllister, who grew up on the Massachusetts and Florida coasts, spent his childhood swimming, boating and enjoying other water-related activities.

"I knew from very early on that I wanted to be in the U.S. Coast Guard," he said. "I have been around water all of my life, and I always was interested in public service. To me, the U.S. Coast Guard looked very challenging and rewarding."

McAllister was so sure about his career aspirations that he headed off to the USCG right out of high school. Since that time, McAllister has served in a variety of operational assignments, both afloat and ashore. At one point, he was stationed aboard a patrol boat at Group Charleston, now Sector Charleston.

"Having worked for Sector Charleston in the past, I knew that this is where I wanted to be," he said.

McAllister's three-year tenure as USCG Commander Sector Charleston began last month after a change-in-command ceremony, during which Captain John Cameron relinquished leadership to McAllister. Cameron, who commanded Sector Charleston since April 2005, retired from the USCG after 23 years. When McAllister learned of Cameron's upcoming retirement, he immediately applied for the position.

"I'm very excited to be in Charleston," McAllister said. "I really enjoyed the area when we lived here."

McAllister reports to Sector Charleston from the Coast Guard Personnel Command in Arlington, VA. There, he provided career management advice and oversaw assignments for the 7,500-member Officer Corps as the Officer Assignments Branch Chief.

During his previous assignments, which have taken him to all corners of the country, McAllister has found that every port faces a different set of issues. For instance, some have a large Department of Defense component, focused on national security missions. Some are known as recreational boating ports, while still others are big on commercial industry.

"The Port of Charleston is all of these things," McAllister said. "It is responsible for a significant portion of the military hardware that goes to the Middle East, yet there is a significant recreational boating presence here. Add the fact that Charleston is one of the top ports in the country for commercial activity, and that makes Charleston unique."

McAllister's experience in different types of ports is extremely helpful in his new role, where he must delicately balance the free flow of commerce with strict safety and security practices.

"The U.S. Coast Guard is serious about facilitating the free flow of commerce," he said. "Some people view safety, security and the Coast Guard as being at odds with commerce, but I take a different stand. They can all exist in harmony; it's just a matter of creating reasonable practices to address the risk that we know we have."

McAllister already is creating those practices. During his first few days on the job, his planners led a port-wide security exercise, called PortSTEP, which focused on recovery processes following a major incident. Unlike most drills that concentrate on the first response to an incident, this particular drill simulated a recovery situation three days after a terrorist attack on the Port of Charleston.

"We wanted to figure out how to reopen the waterways to commerce and recreation, clear the waterways of debris, and put security in place to thwart additional attacks," he said.

The security exercise, which included representatives from the U.S. Coast Guard, the SCSPA, the Maritime Association of the Port of Charleston, CBP, Charleston County and the Army Corps of Engineers, is an annual drill, but McAllister may initiate these exercises more often.

"During my tenure here, I intend to stress the readiness of all government agencies and the whole maritime industry, and to ensure we can work together across the spectrum to address prevention, response, and recovery."

McAllister certainly has expertise in recovery and response. Following the terrorist attacks of September 11, 2001, in New York City, he led Coast Guard response and security operations, which involved 1,600 personnel across 143 Coast Guard units. He is credited with overseeing the evacuation of nearly 750,000 people from Manhattan during the attacks, and with conducting the largest port security operation since World War II.

McAllister already has met many of Charleston's port leaders, and he anticipates a smooth transition between Cameron and himself.

"I certainly look forward to carrying on the great relations that we currently enjoy with other government agencies at the federal, state, and local levels, as well as the very strong public and private partnerships that exist here," McAllister said. "I am interested in understanding the concerns of the port's stakeholders and helping meet our collective goals: safety, security, the free flow of commerce, and the effective use of the harbor for recreation and commercial interests."

Captain Mike McAllister

EDUCATION:

- > B.S. in Civil Engineering, United States Coast Guard Academy
- > M.S. in Civil Engineering, University of Illinois at Champaign-Urbana
- > MBA, Massachusetts Institute of Technology's Sloan Fellows program

EXPERIENCE:

- > Deck Watch Officer, USCGC Steadfast, St. Petersburg, Fla
- > Commanding Officer, USCGC Point Steele, Fort Myers Beach, FL
- > Commanding Officer, USCGC Key Largo, Savannah, GA
- > Chief of Response Division, Coast Guard Activities New York
- > Construction Project Manager, Facilities Design and Construction Center Pacific, Seattle
- > Executive Officer of Civil Engineering Unit, Miami
- > Integrated Deepwater System and Operational Capabilities Program Reviewer, Office of Programs and Budget, Washington, DC.
- > Officer Assignments Branch Chief, Coast Guard Personnel Command, Arlington, VA



THE OWNERS OF CAROLINA STARCHES (FROM LEFT): BEN CHEATHAM, DWIGHT CARLSON AND STEVE BROWER

Carolina Starches:

Supplying specialty starch to North America's pulp and paper industry

BY BETSY HARTER

DESPITE THE WORLD'S EFFORTS TO REDUCE PAPER consumption, THE paper industry still is a vital piece of the U.S. economy. In fact, Americans use 100 million tons of paper each year, according to *The Pulp and Paper North American Factbook*. However, people don't often consider all that goes into paper products. For example, starch is a key ingredient in paper, affecting its gloss, strength, printability and texture. One Charleston-based company is doing its part to supply North American paper companies with the starch they need to enhance their papermaking systems.

Carolina Starches has earned the position of North America's leading supplier of specialty potato starch derivatives for the pulp and paper industry, according to Ben Cheatham, Carolina Starches CEO and Supply Chain Director. The company supplies starch to all the North American major paper manufacturers, who in turn use the starch as a bonding agent and filler in their various paper products.

Carolina Starches was born when its current owners—Cheatham, Steve Brower, and Dwight Carlson—purchased a portion of Avebe, a century-old Dutch company that produces more than 700 starch derivatives. Brower and Cheatham had joined the original company, Avebe, when it built a potato starch factory in North Charleston in 1996,

and Carlson joined the company soon after. When Avebe offered its managers a buy-out opportunity three years ago, the men purchased the North American industrial paper division and renamed the company Carolina Starches.

Cheatham said Carolina Starches' revenue has increased

45% since it was founded, thanks to increasing imports from new markets. Currently, the company imports raw materials from Brazil, China, India, Germany, The Netherlands, and Thailand. Cheatham is considering adding products from Argentina, Indonesia and Vietnam.

"Charleston is our main port, and although our volume varies, we bring in 70 to 90 containers per month, on average, through Charleston," Cheatham said.

The containerloads of starch move via truck from the port to the company's 30,000-square foot manufacturing and office facility, situated on five acres in North Charleston. There, the company converts the starch to a cationic starch by adding nitrogen in order to give it a positive charge. This process helps the starch bond more easily to paper fibers.

Today, Carolina Starches imports 66 million pounds of potato starch annually to its North Charleston facility. In addition to a wide range of potato starches, the company also offers tapioca and corn materials.

"Our goal is to find the best starch to fit each customer and mill application, and our niche is that we have an excellent technical staff that evaluates the chemistry of a paper mill and modifies the starch to optimize it for that individual mill," Cheatham explained.

Once the starch has been modified to the customer's specifications, Carolina Starches ships it to customers in the paper industry. The company ships out 40% of its cargo by rail, and the other 60% by truck, according to Cheatham.

"A product is no good if systems are not in place to ensure reliable, timely delivery," he said. "We have a long proud history of uninterrupted supply to all of our customers throughout our entire operating life. We have a dedicated logistics department that works closely with our customer service team to exclusively concentrate on making order patterns as easy to accommodate as possible."

For instance, Carolina Starches offers a modern railcar fleet for pressure-differential bulk starch delivery; a team of bulk truck operators covering the Northeast, Southeast, and Midwest; and flatbed or standard trailers to truck packaged starch on pallets. In addition, Carolina Starches carries a number of bulk bag tote sacks as standard packaging for its starch products. The sizes can be custom tailored to each customer's location. Or, individual paper bags are available when bulk bags are too large or the application requires a smaller batch dosage.

"Carolina Starches is prepared to meet our customers' supply chain needs in any manner possible," Cheatham said.

Part of Carolina Starches' supply chain solution is the Port of Charleston. Cheatham remembers when the company first set up shop in North Charleston in 1996 as Avebe.

"One of the initial driving factors that drew us to Charleston was that everyone was pleased with how friendly the port was and that it could adapt and do things for us that other ports were not willing to do," he said.

For instance, Avebe used to import bags of starch, which the port transloaded into rail cars as a service to the company.

"A lot of ports wouldn't do that for us, but you never heard, 'No, we can't do that,' or 'That's not in our realm' from the Port of Charleston," Cheatham remembered.

Similarly, there is nothing that Carolina Starches won't do for its customers. The plant runs 24 hours a day, 7 days a week, shutting down only for Christmas and training sessions.

"We operate very lean, with only three people per shift," Cheatham said. "We have empowered our employees to make their own decisions and to do whatever it takes to produce the best quality product for our customers."





**International
Forwarders, Inc.**

**Freight Forwarding
Customs Brokerage
Logistics Management
...Since 1948**

**Offering
Worldwide
Service**

- Air/Ocean
- Import/Export
- Consolidation/Deconsolidation
- Distribution Management

Charleston Office:
1350 Ashley River Road
Charleston, SC 29407
843-769-7030
FAX 769-7042

Also:

Atlanta, GA 404-768-8003
Fax: 404-768-4666
Columbia, SC 803-822-8344
Fax: 803-822-8345
Savannah, GA 912-233-9355
Fax: 912-233-9421

www.ifichs.com

Continued from page 10

While in South Carolina, Ambassador Jassal divided his time between influential meetings in Columbia with Tom Davis, S.C. Chief of Staff; the Port of Charleston, where he toured the port facilities; the College of Charleston, where he met with select students and faculty; a trade and investment seminar for state industry leaders; and a dinner at the Harbour Club in his honor, where he discussed growing trade relations between India and South Carolina.

Jassal, who joined the Indian Foreign Service in 1976 after graduating from Delhi University, has had a series of leadership positions, including: First Secretary at Warsaw; Deputy Secretary in the Ministry of External Affairs; Political Counselor at the Embassies of India, Washington and Moscow; Director in Ministry

of External Affairs, New Delhi; and Joint Secretary in the Ministry of Defense. He also was named as the official Spokesperson of the Ministry of External Affairs, where he served from 1999-2001. Ambassador Jassal became Deputy Chief of Mission Embassy of India, Washington DC, in 2005.

"This visit was Ambassador Jassal's first trip to South Carolina, and he was very impressed by the hospitality and warmth that he experienced here," Marriott said. She added that the SCWTC plans to design an Indian showroom at its new facility, which will display Indian products and information about the country people who wish learn more about trade opportunities. She noted that South Carolina participated in an outbound trade mission to Mumbai in 2005, and a reciprocal trade mission is planned for early 2008.



**Southern
Port Services**

Transportation & Logistics

Charleston • Savannah • Atlanta • Charlotte



Cross Docking



Warehousing



Trucking



Container Staging

Southern Port Services, LLC

330 Deming Way • Summerville, SC 29483
866.592.SoPo (7676) • www.southernportservices.com

Charleston's #1 Source For Heat Treated Lumber!

Heat Chamber On Premises!

843-207-7044

www.McKinleyCrating.com



7370 East Spartan Blvd. Charleston, SC 29418 Fax (843) 207-0753

McKINLEY

C R A T I N G

Your Trusted Source for Crating and Packaging

Dockside Logistics, LLC

Your local logistics solution...

Distribution • Cross Dock • Consolidation
Container Dray • Kitting • Transportation

Strategically located between the
SCSPA's Wando and North
Charleston Terminals

For information, please contact:

Mickey Baldwin / Steve Young

mickey@docksidelogistics.com

steve@docksidelogistics.com

Tel: (843) 856-2260 Fax: (843) 856-2261
1301 Charleston Regional Pkwy.
Charleston, SC 29492

www.docksidelogistics.com

China Shipping Joins 10 Carriers in Chassis Pool

China Shipping is the most recent addition to the South Atlantic Consolidated Chassis Pool (SACP), which was created earlier this year by the South Carolina State Ports Authority, the Ocean Carrier Equipment Management Association (OCEMA) and the Georgia Ports Authority in an ef-

fort to improve terminal efficiencies and to realize economies of scale. Truckers are able to keep the same chassis, which reduces turnaround time, and it also aids terminals by reducing lane space.

Beginning July 16th, 11 lines now share chassis in the Southeast Region: ACL, China Shipping, CSAV, Hamburg Sud, HMM, HPL, MOL, NYK, OOCL and SCICMA-CGM. This pool includes all chassis

owned and leased by these 11 lines in Atlanta, Charleston, Charlotte, Jacksonville, and Savannah. For questions regarding the SACP, contact Charleston SACP manager Red Faltynski at (843) 881-8513.

Dan Hall Promoted

Thomas J. Simmers, President and CEO of Ceres Terminals Incorporated and Yusen Terminals Inc., announced the promotion of Daniel Hall as Senior Vice President, North American Operations for both the Ceres and Yusen Terminals operations. Hall is a CTI/YTI seasoned veteran and has successfully served throughout the years in a variety of management roles. His extensive background of marine cargo handling and knowledge of Ceres/YTI's core activities made him the natural choice for this position.

Hall joined the Ceres organization in 1992. He served as

Vice President of Ceres Marine Terminals, Inc.'s Charleston, South Carolina facilities. He was responsible for Ceres/YTI's operations at the Columbus Street, North Charleston and Wando Welch Terminals. In 1999, he became a key planner/advisor on the development of the Ceres Paragon Terminal in Amsterdam, The Netherlands. He worked closely with the architects/builders of the "First-Of-Its-Kind" new terminal to assure that every segment of development and purchasing for the new terminal was properly addressed.

In 2004, Hall was appointed Senior Vice President of the YTI Los Angeles Terminal operation. He was responsible for the day-to-day operations of YTI and headed all terminal functions including Operations, Accounting, Administration, IT and Human Resources Departments.

Moving?
Change
of
address?

Don't forget to let our staff know so we can make sure you don't miss an issue of **PORTCHARLESTON** magazine. Call 1-800-382-1721 and we'll make the change for you.



G.S. CARTER LUMBER CO.

Lumber • Plywood • Timbers • Dunnage

Heat Treated Lumber A Specialty

843-577-6641

FAX 843-723-7612

2143 Heriot Street, Charleston, SC

HIPAGE

Customs Brokers & International Freight Forwarders
Since 1927

The Hipage Company, Inc.
2420 Mall Drive, Suite 208
Charleston, SC 29406
Phone: 843-554-4111
Fax: 843-744-0548
<http://www.hipage.com>

Assisting importers
and exporters
throughout their
global supply chains.

Headquarters Norfolk, VA • Offices also located in these port cities
Atlanta, GA • Charlotte, NC • Dublin, VA • Greensboro, NC • Los Angeles/Long Beach, CA
Milwaukee, WI • Norfolk Int'l Airport, VA • Raleigh, NC • Richmond, VA • Savannah, GA • Wilmington, NC

**McAllister Towing
of Charleston**

**CELEBRATING 20 YEARS
OF UNSURPASSED SERVICE**

We are proud to introduce the
newly converted, highly powered
and versatile 4,000 hp
Z-drive tractor tug
Dorothy McAllister

VICE PRESIDENT & GENERAL MANAGER: CAPTAIN STEVEN KICKLIGHTER
VICE PRESIDENT OF SALES: JOSEPH A. BUCKHEISTER
OFFICE: 843-577-6449 Fax: 843-577-4768
E-MAIL: CHARLESTON@MCALLISTERTOWING.COM
WEB: WWW.MCALLISTERTOWING.COM

Complete Warehousing & Distribution

GARNET
LOGISTICS, INC.

<i>Charleston, SC</i>	<i>Columbia, SC</i>
<i>Bishopville, SC</i>	<i>Chino, CA</i>
<i>Des Moines, IA</i>	<i>Omaha, NE</i>
<i>Tampa, FL</i>	<i>Olive Branch, MS</i>
<i>Houston, TX</i>	<i>Salt Lake City, UT</i>

843-554-6622

web site: www.garnetlogistics.com
e-mail: garnet@garnetlogistics.com

"The Only Difference Is Service"

**Burris Company
of Charleston, LLC**

Providing Warehousing Services Including:

- Container Freight Station
- Import/Export Consolidations
- Customs Bonded Storage
- Inland Trucking
- General Order
- Haz-Mat Approved

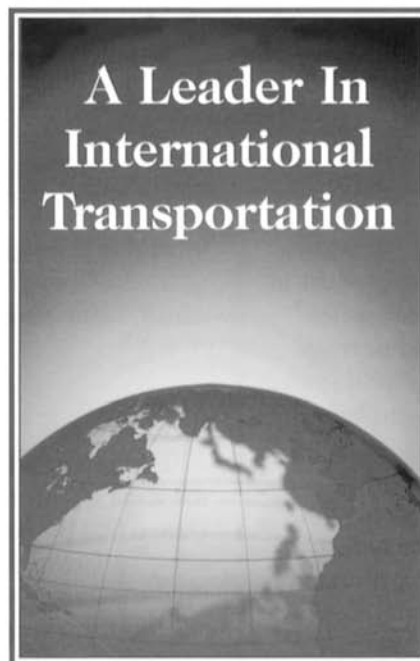
Charleston, SC
PH: 843-553-5585
FX: 843-553-5335

Other Locations at:
Norfolk, VA
Jacksonville, FL

SOUTHERN HOSPITALITY. GLOBAL EXPERTISE.

John S. James Co.

For more than 60 years, John S. James Co. has served the international transportation industry with unparalleled service and innovative solutions, saving our customers both time and money. Today, our commitment to excellence remains even stronger. We enter the 21st century equipped with the latest technology, supported with superior software, dedicated to giving you what you need—global service. With offices strategically located in major Southern ports, John S. James Co. professionals personally monitor your freight from origin to destination. Our commitment to maintaining a well-trained staff of professionals using cutting edge technology gives you accurate, reliable information and peace of mind.



Located in the heart of the South, and maintaining agents the world over, John S. James Co. provides our clients with the best of both worlds: Southern hospitality and Global expertise.

- Custom House Broker
- International Freight Forwarder
- Chartering Agents—Air & Ocean
- Domestic Transportation
- International Transportation Evaluation and Analysis

John S. James Co.
2702 Azalea Drive
Charleston, SC 29405
Tel: 843-554-6400
Fax: 843-554-4270

Visit us on the web:

www.johnsjames.com

E-mail: jsjsales@johnsjames.com

SSA/COOPER

Full-Service Stevedoring & Terminal Operation
Breakbulk Handling Specialists



SSA Cooper™
A Carrix Enterprise

Look for us worldwide including all major and minor ports in the U.S.

Charleston Office:

(843) 971-2900 PO Box 1048, Mt. Pleasant, SC 29464

in Savannah (912) 966-1111 In Jacksonville (904) 665-0400

Serving the Port of Charleston since 1961.

Detyens Shipyards, Inc.

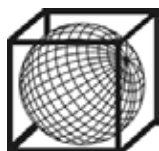
Main Yard Cooper River Charleston, SC USA
1670 Drydock Avenue
North Charleston, SC 29405-2121
tel (843) 308-8000 | fax (843) 308-8059
www.detyens.com

Efficiency. Productivity. Competitive Price.

- Graving docks for ships up to 750 ft.
- Over 7,000 ft. of pier space
- Excellent machine shop and mechanical capability
- 15 years experience with UHP water blasting
- 24/7 work week
- Flexible cross-craft training

Enman and Associates

Sales & Marketing
tel (904) 318-0909 | fax (904) 519-8580
sales@detyens.com



Kontane Logistics

Integrated Solutions Driving Value & Efficiency

- **Warehouse** • **Distribution** • **Import / Export**
- **Packaging** • **Consolidation** • **Sub Assembly**
- **Line Sequencing** • **Information Systems**

1000 Charleston Regional Parkway
Charleston, SC 29492
(843) 352-0011
www.kontanelogistics.com

Huntersville, NC
Statesville, NC
(704) 405-4530

An operating division of:
Kontane Inc.

"The Southeast's Premier Packaging Designer & Supplier"
Hickory, North Carolina
(828) 397-5501

Charleston's Only Complete Export Packaging Services Since 1981

- *Export, Domestic and Military Packaging*
 - *Containerization* • *Consolidation*
 - *Plant Dismantling* • *Warehousing*
 - *Container Freight Station (CFS)*

**NOW
Operational in
Austin, TX**



**DIXIE
Box & Crating**

1505 King St. Ext.
Charleston, SC 29405

Ten Strategic Locations to Serve You:

- Norfolk, VA (757) 625-7520
- Miami/Fort Lauderdale, FL (954) 523-1901
- Savannah, GA (912) 965-1944
- Houston, TX (713) 921-7755
- Long Beach, CA (310) 604-1440
- Charleston, SC (843) 853-3317
- North Hollywood, CA (818) 623-2626
- Phoenix, AZ (602) 393-0415
- New Orleans, LA (504) 288-9390
- Austin, TX (512) 821-2297

Direct Services by Trade Region by Carrier

This listing indicates direct service calls in and out of Charleston. Many of these carriers also offer transshipment options that will move your cargo anywhere in the world. Please contact your ocean carrier about transshipment options.

CARRIER NAME	CARRIER SERVICE NAME	FREQUENCY	TERMINAL
Africa (Non Med) (4 carrier services in 2 deployments)			
Hapag-Lloyd	NAA	35 days	CS
Maersk Line	AMEX	Weekly	WW
MSC	AMEX	Weekly	WW
Safmarine	AMEX	Weekly	WW
Asia - India Ocean (15 carrier services in 5 deployments)			
ANL Container Line	ISC-3	Weekly	NC
APL	IAX	Weekly	NC
APL	SZX	Weekly	WW
ARC	Mid East	Fortnightly	UP
CMA CGM	INDAMEX	Weekly	NC
CMA CGM	SZX	Weekly	WW
Emirates Shipping Line	IDX	Weekly	NC
Evergreen Line	IMU	Weekly	NC
Evergreen Line	SZX	Weekly	WW
Hapag-Lloyd	INDAMEX	Weekly	NC
Hyundai	SZX	Weekly	WW
MacAndrews	INDAMEX	Weekly	NC
Maersk Line	SZX 1	Weekly	WW
MOL	SZX	Weekly	WW
MSC	-	Weekly	WW
OOCL	OOCL	Weekly	NC
Safmarine	USEC EXP	Weekly	WW
Shpg Corp. of India	IDX	Weekly	NC
Wallenius Wilhelmsen	iNM, MNi	Fortnightly	UP
Zim	Ind-NA Exp	Weekly	NC
Asia - Pacific (14 carrier services in 6 deployments)			
APL	APX	Weekly	WW
APL	SZX	Weekly	WW
CMA CGM	SZX	Weekly	WW
COSCO	AWE 2	Weekly	CS
Evergreen Line	NUE	Weekly	NC
Evergreen Line	SZX	Weekly	WW
Hanjin	AWC	Weekly	CS
Hanjin	AWG	Weekly	CS
Hyundai	APX	Weekly	WW
Hyundai	SZX	Weekly	WW
K Line	NATCO-1	Weekly	CS
K Line	NATCO-5	Weekly	CS
Maersk Line	TP7	Weekly	WW
MOL	CNY/APX	Weekly	WW
MOL	SZX	Weekly	WW
MSC	-	Weekly	WW
Safmarine	TP7	Weekly	WW
Yang Ming	AWE 2	Weekly	CS
Yang Ming	AWE 5	Weekly	CS
Australia-New Zealand (1 carrier service in 1 deployment)			
MSC	-	Weekly	WW
Caribbean (21 carrier services in 8 deployments)			
Alianca	ABUS	Weekly	WW
APL	APX	Weekly	WW
CCNI	Americas	Weekly	WW
CSAV	-	Weekly	WW
CSAV	Americas	Weekly	WW
Evergreen Line	NUE	Weekly	NC
Evergreen Line	SNT	Weekly	WW
Hamburg Sud	ABUS	Weekly	WW
Hamburg Sud	AGAS	Weekly	WW
Hapag-Lloyd	ESS2	Weekly	WW
Hyundai	APX	Weekly	WW
Libra	-	Weekly	WW
Maersk Line	AMEX	Weekly	WW
Maersk Line	SAE	Weekly	WW
Maersk Line	TP7	Weekly	WW
MOL	CNY/APX	Weekly	WW
MSC	AMEX	Weekly	WW
MSC	S Atlantic	Weekly	WW
MSC	String 1	Weekly	WW
Safmarine	AMEX	Weekly	WW
Safmarine	TP7	Weekly	WW
Europe - Atlantic (43 carrier services in 15 deployments)			
ACL	J	Weekly	NC
ACL	N	Weekly	ND
ANL Container Line	EUS-1	Weekly	NC

CARRIER NAME	CARRIER SERVICE NAME	FREQUENCY	TERMINAL
APL	APX	Weekly	WW
APL	ATN	Weekly	WW
APL	ATS	Weekly	WW
ARC	Atlantic	Weekly	UP
Atlanticargo	-	10 days	CS
China Shipping Container Lines	EAG	Weekly	NC
CMA CGM	Victory Br	Weekly	NC
COSCO	TAS 1	Weekly	CS
COSCO	TAS 5	Weekly	WW
Evergreen Line	EUG	Weekly	NC
Evergreen Line	NEC	Weekly	NC
Evergreen Line	NUE	Weekly	NC
Hanjin	TAS 1	Weekly	CS
Hapag-Lloyd	ATX	Weekly	NC
Hapag-Lloyd	GAX	Weekly	NC
Hapag-Lloyd	GMX	Weekly	NC
Hyundai	APX	Weekly	WW
Hyundai	ATN	Weekly	WW
Hyundai	ATS	Weekly	WW
K Line	NA Shuttle	Weekly	UP
K Line	TASCO 1	Weekly	CS
K Line	TASCO 5	Weekly	WW
Maersk Line	TA1	Weekly	WW
Maersk Line	TA2	Weekly	WW
Maersk Line	TA3	Weekly	WW
MOL	ATN	Weekly	WW
MOL	ATS	Weekly	WW
MOL	CNY/APX	Weekly	WW
MSC	S Atlantic	Weekly	WW
NYK	ATX	Weekly	NC
NYK	GAX	Weekly	NC
OOCL	ATX	Weekly	NC
OOCL	GAX	Weekly	NC
OOCL	GMX	Weekly	NC
Star Shipping	-	10 days	CS
Wallenius Wilhelmsen	iEA,NAi	Fortnightly	UP
Wallenius Wilhelmsen	iEB,NBi	Weekly	UP
Yang Ming	EGS	Weekly	WW
Yang Ming	TAS 1	Weekly	CS
Zim	AUE	Weekly	CS
Zim	NEX	Weekly	NC
Mediterranean (24 carrier services in 7 deployments)			
ANL Container Line	ISC-3	Weekly	NC
APL	IAX	Weekly	NC
APL	MGS	Weekly	WW
ARC	Mid East	Fortnightly	UP
CMA CGM	INDAMEX	Weekly	NC
COSCO	TAS 3	Weekly	CS
Emirates Shipping Line	IDX	Weekly	NC
Evergreen Line	IMU	Weekly	NC
Hanjin	TAS 3	Weekly	CS
Hapag-Lloyd	INDAMEX	Weekly	NC
Hapag-Lloyd	MNX	Weekly	WW
K Line	TASCO 3	Weekly	CS
MacAndrews	INDAMEX	Weekly	NC
Maersk Line	SZX 1	Weekly	WW
Maersk Line	West Med	Weekly	WW
MSC	-	Weekly	WW
OOCL	IDX	Weekly	NC
Safmarine	USEC EXP	Weekly	WW
Safmarine	US-Gulf	Weekly	WW
Shpg Corp. of India	IDX	Weekly	NC
Wallenius Wilhelmsen	iNM, MNi	Fortnightly	UP
Yang Ming	TAS 3	Weekly	CS
Zim	Ind-NA Exp	Weekly	NC
Zim	Med Atl	Weekly	CS
South America - Atlantic (14 carrier services in 3 deployments)			
Alianca	ABUS	Weekly	WW
Alianca	NA-ECSA2	9 days	WW
CSAV	-	Weekly	WW
CSAV	USATLAN	9 days	WW
Evergreen Line	SNT	Weekly	WW
Hamburg Sud	ABUS	Weekly	WW
Hamburg Sud	NA-ECSA2	9 days	WW
Hapag-Lloyd	ESS2	Weekly	WW
Libra	-	Weekly	WW
Libra	USATLAN	9 days	WW
Maersk Line	NASA	Weekly	WW
Maruba	USATLAN	9 days	WW
MSC	-	Weekly	WW
South America - Pacific (5 carrier services in 3 deployments)			
CCNI	Americas	Weekly	WW
CSAV	Americas	Weekly	WW
Hamburg Sud	AGAS	Weekly	WW
MSC	-	Weekly	WW
MSC	String 1	Weekly	WW

Direct Services by Terminal by Deployment Grouping

This listing indicated direct service calls in/out of Charleston. Many of these carriers also offer transshipment options that will move your cargo anywhere in the world. Please contact to your ocean carrier about transshipment options. Contact information is provided below.

TERM.	SERVICE	PARTICIPATING CARRIERS	TRADE REGION	FREQUENCY
CS	AWC / AWE 2 / NATCO-1	COSCO / Hanjin / K Line / Yang Ming	Asia - Pacific	Weekly
CS	AWE 5 / AWG / NATCO-5	Hanjin / K Line / Yang Ming	Asia - Pacific	Weekly
CS	AUE / TAS 1 / TASC0 1	COSCO / Hanjin / K Line / Yang Ming / Zim	Europe - Atlantic	Weekly
CS	Med Atl / TAS 3 / TASC0 3	COSCO / Hanjin / K Line / Yang Ming / Zim	Mediterranean	Weekly
CS	NAA	Hapag-Lloyd	Africa (Non Med)	33 days
CS	-	Atlanticargo / Star Shipping	Europe - Atlantic	10 days
NC	IAX / INDAMEX / ISC-3	ANL Container Line / APL / CMA CGM / Hapag-Lloyd / MacAndrews	Asia - India Ocean / Mediterranean	Weekly
NC	EAG / EUG / EUS-1 / Victory Br	ANL Container Line / China Shipping / CMA CGM / Evergreen Line	Europe - Atlantic	Weekly
NC	NUE	Evergreen Line	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly
NC	GMX	Hapag-Lloyd / OOCL	Europe - Atlantic	Weekly
NC	ATX / N	ACL / Hapag-Lloyd / NYK / OOCL	Europe - Atlantic	Weekly
NC	GAX / J	ACL / Hapag-Lloyd / NYK / OOCL	Europe - Atlantic	Weekly
NC	IDX / IMU / Ind-NA Exp / OOCL	Emirates / Evergreen / OOCL / SCI / Zim	Asia - India Ocean / Mediterranean	Weekly
NC	NEC / NEX	Evergreen Line / Zim	Europe - Atlantic	Weekly
UP	NA Shuttle	K Line	Europe - Atlantic	Weekly
UP	EA,NA	Wallenius Wilhelmsen	Europe - Atlantic	Fortnightly
UP	Atlantic	ARC	Europe - Atlantic	Weekly
UP	Mid East / NM, MN	ARC / Wallenius Wilhelmsen	Asia - India Ocean / Mediterranean	Fortnightly
WW	AGAS / Americas	CCNI / CSAV / Hamburg Sud	Caribbean / South America - Pacific	Weekly
WW	NA-ECSA2 / USATLAN	Alianca / CSAV / Hamburg Sud / Libra / Maruba	South America - Atlantic	Weekly
WW	- / ABUS / ESS2 / NASA / SNT	Alianca / CSAV / Evergreen / Hamburg Sud / Hapag-Lloyd / Libra / Maersk Line	Caribbean / South America - Atlantic	Weekly
WW	SAE	Maersk Line	Caribbean	Weekly
WW	ATS / TA2	APL / Hyundai / Maersk Line / MOL	Europe - Atlantic	Weekly
WW	SZX 1 / USEC EXP	Maersk Line / Safmarine	Asia - India Ocean / Mediterranean	Weekly
WW	ATN / TA3 / TP7	APL / Hyundai / Maersk Line / MOL / Safmarine	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly
WW	MGS / MNX / US-Gulf / West Med	APL / Hapag-Lloyd / Maersk Line / Safmarine	Mediterranean	Weekly
WW	String 1	MSC	Caribbean / South America - Pacific	Weekly
WW	S Atlantic	MSC	Caribbean / Europe - Atlantic	Weekly
WW	-	MSC	Mediterranean	Weekly
WW	AMEX	Maersk Line / MSC / Safmarine	Africa (Non Med) / Caribbean	Weekly
WW	-	MSC	Asia - India Ocean	Weekly
WW	-	MSC	Asia - Pacific	Weekly
WW	-	MSC	Australia-New Zealand	Weekly
WW	-	MSC	South America - Atlantic	Weekly
WW	SZX	APL / CMA CGM / Evergreen / Hyundai / MOL	Asia - Pacific / Asia - India Ocean	Weekly
WW	APX / CNY/APX / TA1	APL / Hyundai / Maersk Line / MOL	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly

CARRIER	CUSTOMER SERVICE	WEB ADDRESS
ACL	(800) 225-1235	www.aclcargo.com
Alianca	(973) 775-5600	www.alianca.com.br
ANL Container Line	(843) 720-1580	www.anl.com.au
APL	(800) 999-7733	www.apl.com
ARC	(201) 571-0444	www.arrcnet.com
Atlanticargo	(800) 251-3960	www.atlanticargo.com
CCNI	(800) 223-2264	www.ccni.cl
China Shipping	(843) 881-4754	www.chinashippingna.com
CMA CGM	(843) 740-0700	www.cmacgm.com
COSCO	(800) 242-7354	www.cosco-usa.com
CSAV	(732) 635-2600	www.csav.com
Emirates Shipping Line	(732) 882-1600	www.emiratesline.com
Evergreen Shipping Agency	(843) 856-7600	www.evergreen-shipping.us
Hamburg Sud	(888) 228-3270	www.hamburg-sued.com
Hanjin	(912) 966-1220	www.hanjin.com

Hapag-Lloyd	(843) 556-4052	www.hlcl.com
Hyundai	(877) 749-8632	www.hmm21.com
K Line	(800) 609-3221	www.k-line.com
Libra	(877) 959-4910	www.libra.com.br
MacAndrews	(843) 856-1000	www.macandrews.net
Maersk Line	(800) 321-8807	www.maerskline.com
MOL	(800) 621-9545	www.molpower.com
MSC	(843) 971-4100	www.ms cgva.ch
NYK	888-695-7447	www.nyk.com
OOCL	(888) 388-6625	www.oocl.com
Safmarine	(866) 866-4723	www.safmarine.com
Shpg Corp. of India	(843) 856-1000	www.shipindia.com
Star Shipping	(843) 856-1000	www.starshipping.com
Wallenius Wilhelmsen	(201) 505-4000	www.2wglobal.com
Yang Ming	(912) 238-0329	www.yml.com.tw
Zim	(866) 744-7046	www.zim.co.il

SEPTEMBER + OCTOBER 2007

VIEWFINDER





LOCATION: Magnolia Gardens – Charleston, SC

IMAGE DATA: 1/25th-second exposure @ f/8. Nikon D100 digital camera with 24 mm lens. **PHOTOGRAPHER:** Marvin Preston



Senator Jim DeMint stopped by the SCSPA on his "Keeping SC Secure Tour 2007" to grant the Port with the "SC on the Move Award". Accepting the award was SCSPA President and CEO Bernard S. Groseclose Jr. With more than \$23 million in Port Security Grant funding awarded in seven rounds, the Port of Charleston has been the leading grant recipient of Tier II ports.



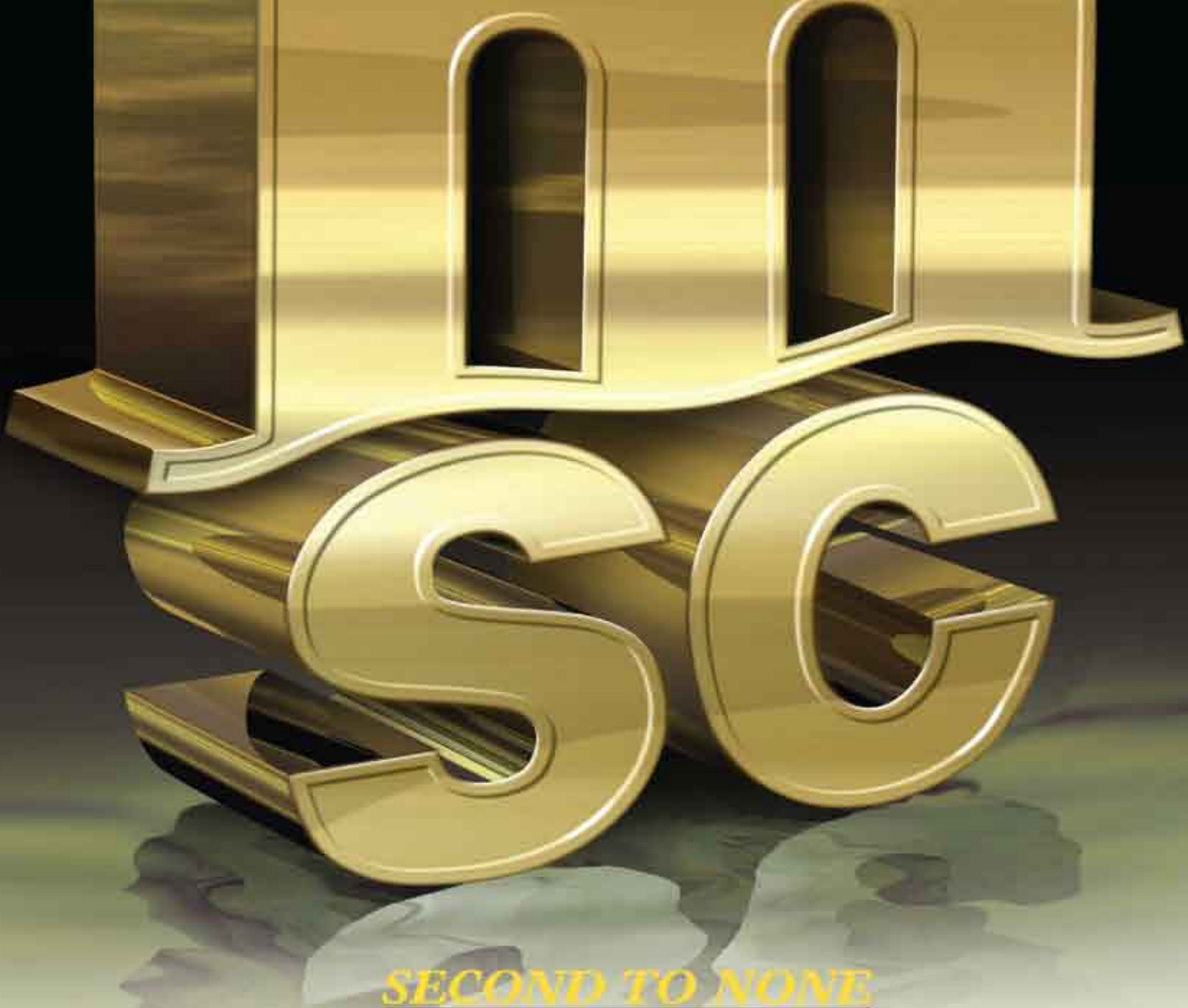
India's Ambassador Raminder Singh Jassal (center) enjoyed a tour of the Wando terminal during a recent visit to Charleston. Joining the Ambassador on the tour were (from left): Banashri Bose Harrison, Minister (Commerce), Marion Bull, SCSPA Manager, Advertising, Publications & Research, Mr. Anoop Mishra, Minister (Economic) and Rebecca Marriott, SCWTC Director of Public Relations. Charleston is a strong player in Indian trade and has the largest market share of Indian cargo to or from South Atlantic ports.



HEROES CAN DO WONDERS WITH WAREHOUSING.

You need one item from one crate in a warehouse in South Carolina. Our staff will get it. Fast. Need help with consolidating, deconsolidating, pick and pack, distribution, transportation or anything else? No problem. While your goods rest comfortably in our warehouses, our employees are ready to tackle your needs.





SECOND TO NONE

Mediterranean Shipping Company (MSC) the second largest ocean container carrier in the world, grows by leaps and bounds with new vessels, new containers, expanded ports of call, terminal operations, inland depots, state-of-art information technology, combined with creative logistic planning and always competitive rates.

*Standing tall and meeting the challenges of today's container shipping industry,
MSC comes in...Second To None...*

MEDITERRANEAN SHIPPING COMPANY
(212) 764-4800, NEW YORK
www.msccva.ch



WE BRING
THE WORLD
CLOSER

ATLANTA 770-853-0637	BALTIMORE 410-637-7567	BOSTON 617-241-3200	CHARLESTON 843-971-4100	CHARLOTTE 704-357-3000	CHICAGO 847-296-5151	CLEVELAND 440-871-6335	DETROIT 234-955-0350	HOUSTON 713-681-8881
LONG BEACH 714-708-3584	MIAMI 305-477-0377	NEW ORLEANS 504-637-9398	NORFOLK 710-425-0132	WILMINGTON, N.C. 910-352-2200	BAHAMAS, FREEPORT/NASSAU 242-363-1188	MONTREAL, CAN 514-843-3711	TORONTO, CAN 416-231-6684	VANCOUVER, CAN 604-686-0131

PORTCHARLESTON Magazine
P.O. Box 22287
Charleston, SC 29413

"Address Service Requested"

PRST STD
US POSTAGE
PAID
Columbia, SC
Permit #706